

To: Macleod, Stephen  
From: McPartlan, Amy  
Posted: 3/20/96 8:06  
Opened: 3/20/96 8:06  
Subject: FWRD: DPC

STEPHEN:

PLEASE NOTE BELOW:

AMY

*PAM*

===== <Forwarded Letter> =====

From: Keeney, David  
To: MCPARTA  
Subject: DPC  
Posted: 03/19/96 16:52  
Priority: Normal

*Menteno*

*Dave*

George,

I need your assistance in securing DPC allocations from Direct Accounts that you handle. Wilridge Distributors 230436 is a Sub-Jobber in Danbury Ct. that buys from Coclin Tobacco 119790. I need 11 displays per drive period sent to Wilridge from Coclin. I believe that the easiest way to handle this is to simply add Wilridge's SIS# to Coclin's DPC list like any other Retail account with the appropriate # of SKU's. If necessary, I can have displays ordered from my allocation for each period.

I also have 9 stores that until last week purchased their product from Bonadio Candy & Tobacco which was a subsidiary of S&S Tobacco in Norwalk Ct.. I am wondering if you have any information on whether or not S&S will service these accounts and if so, can we set DPC up in the same manner as described above with Coclin.

I would appreciate your assistance with this as I have no other course of action to penetrate lower volume calls in the Danbury area.

Thanks,

Dave Keeney

*Polep*

*Nothing Received for 2nd qtr DPC*

*EIT*

*16 SKUs Winston ONLY*

51852 7994